

SUNDAY, DECEMBER 27, 1903

HOW UTAH HAS LEAPED FORWARD IN 1903.

Year's Totals Show that Jobbing Houses of Salt Lake Have Again Broken Best Records.

Business Increased by 20 Per Cent Over the Figures for 1902 Except in the Lines Dependent on Building Trades.

THE JOBBING RECORD.

Groceries	\$ 8,400,000
Hardware	5,280,000
Dry goods	5,100,000
Farm implements	4,200,000
Lumber	1,925,000
Liquors and cigars	1,075,000
Boots and shoes	1,080,000
Drugs and chemicals	2,400,000
Furniture and carpets	1,300,000
Clothing	780,000
Paints and oils	675,000
Confectionery	562,000
Meats	900,000
Saddlery and harness	600,000
Crockery, china and glassware	600,000
Paper, stationery and books	600,000
Bottled goods	500,000
Plumbers' and electrical supplies	380,000

Total for 1902.....\$30,637,500

Total for 1903.....\$1,700,000

Increase.....\$ 4,937,500

NINETEEN hundred and three passes into history as the greatest of all years for the Salt Lake jobbing interests. The amount of business transacted was well on towards the \$37,000,000 mark—nearly \$5,000,000 greater than the business reported for 1902.

But during the past decade "banner" years have been limited only by the slow passage of Father Time, so there is really nothing in the magnificent quotations to be started at. The corresponding increase was greater, however, by about \$500,000, than between 1901 and 1902, which is, indeed, a healthy indication.

Leading jobbers place the increase in business at 20 per cent. This figure holds good in all lines except those which suffer when the building record falls below the normal, as it did this year. The greatest depression was felt, perhaps, in lumber, furniture, paints, and plumbers' and electrical supplies. Still there is not a single line of business but shows some sort of increase, or, at least, has held its own.

Hardware improved by leaps and bounds, showing an increase of nearly 25 per cent for the year. This is attributable largely to the amount of building by the smelters and mining concerns, as well as the vast amount of hardware, from mining machinery down to oil stoves, shipped into De Lamar and Tonopah. Practically a new trade has been established in Salt Lake by the rapid developments at Tonopah. The jobbers are getting a

great deal of new business, too, that formerly belonged to San Francisco, and at the same time have lost business between Granger, Wyo., and Pocatello, Ida., due to discrimination in freight rates.

In groceries the increase was enormous, and this line is looked upon as the barometer of immigration. "That there has been a splendid growth in the city's population," remarked a prominent dealer, "is clearly shown by the increased demand for groceries, meats and clothing. I believe that if I had before me the honest figures in these lines from all local dealers I could tell you how many people have come here to live during the year."

The general record of the jobbing trade is ascribed principally to the growing population and, secondly, to the ability of dealers to break into new territory. The prosperous condition of the people counts for much, also, as indicated by increased business in the luxuries—confections, fancy dry goods and expensive household goods. There has been less holiday buying than last year, and this will keep the average down for the final week of 1903 among retailers. But the wholesalers report the Christmas trade as good as ever, and it is evident that the apathy of the public's pocketbook must be borne upon the retailers' shoulders alone.

With the air full of railroad assurances, business men look upon the incoming year as one of great prospects, and they have the same strong confidence in the greatness of Salt Lake's future as a jobbing center.

OVER \$3,000,000 EXPENDED IN SALT LAKE DURING 1903 FOR ERECTION OF BUILDINGS

During 1903 Salt Lake has expended something over \$3,000,000 for building improvements, this total including the work done on the new federal building and the Catholic cathedral, which were commenced more than a year ago, and other large buildings whose projectors have not gone through the formality of filing building permits with the city officials.

Even so, it has not been a "banner" year for this city, a slight depression having made itself felt on account of strikes and the increased cost of building material. The office of the building inspector contains records showing that \$1,557,294 worth of permits were granted—far below the unprecedented record of 1902—but it is probably true that the actual building of the last twelve months reaches a more important figure than in 1902. Many large buildings were begun in 1902 that have not yet been completed and still others have just been commenced, which have no official record as yet in the city department. In the latter class it is estimated that the expenditures have not fallen below \$1,519,750.

Strike Stopped Building.

The strike last spring seriously interfered with the building records. Those who were erecting buildings suffered a great set-back and a large number who had projected building enterprises held off on account of the labor disturbances, having no desire of seeing their buildings, when partially completed, tied up by a strike. It is not the purpose to state here whether or not the strike was justifiable, but it is claimed by prominent architects and builders that Salt Lake is paying a top-notch price for labor and the disturbances of last spring were entirely uncalled for.

The second cause that interfered with building was the very high prices of building material. In lumber especially the burdensome cost has been felt. The price has advanced about \$2 per 1,000 feet during the year, and a continuance of this prohibitive rate, contractors say, must inevitably result in the discarding of lumber entirely and the substitution of other materials. Steel and brick have shown some advance but nothing to compare with the lumber prices. The statement of a well-known contractor that it costs \$500 more to build a five-room house this year than last, because of the advanced prices, is an eloquent explanation of

what apathy may have been apparent in improving property.

Federal Building Progress.

For one thing Salt Lake's are truly thankful. Work on the federal building, which is to cost \$500,000, has progressed steadily and the store and masonry now is completed to the second story. The superintendent of construction asserts that since Jan. 1 at least \$150,000 has been expended on the building.

The Catholic cathedral on Brigham street, in its present state, represents an outlay of \$50,000 for the year 1903. The most important single item of improvement during the year, however, was the completion of Mrs. Holmes' Eagle Gate apartment building, at a cost of \$200,000, and during the year from the same pocketbook came \$20,000 for the completion of her first street apartment house.

The principal municipal improvement is the Lafayette school on North State street, upon which nearly \$90,000 has been expended and which will have cost, at completion, about \$175,000. All Hallows college put \$100,000 into the completion of its annex and the Deseret News completed its annex at a cost of \$75,000. That part of the Kern-O'Brien building completed during the year cost not less than \$75,000 and the University club came to the front with a structure that has cost \$60,000.

Public Institutions.

The Brigham Young memorial building, a branch of the Latter-day Saints' university, when completed represented an outlay of \$50,000, and the state university's new school of mines cost \$25,000. The Utah Light & Power company erected a \$12,000 power plant on the Jordan river, and besides these buildings, which are more or less of a public nature, there have been a large number of handsome private residences put up, notably that of M. H. Walker, which swells the total expenditure in land improvements materially.

Several important structures are in course of construction at the present time. The Groves Latter-day Saints' hospital is one of them. It will cost about \$125,000, and the new Presbyterian church will represent, when completed, a cost of \$75,000. Barraging strikes and financial depression it is expected that 1904 will be a greater year. The Oregon Short Line and Rio Grande roads are contemplating expenditures of \$2,000,000, including two new depots, each of which will cost about \$500,000, and besides this, there will be costly improvements in the shops of both roads.

The outlook, as sized up by building contractors, is extremely encouraging for the ensuing year.

SALT LAKE INDUSTRIES.

	Number Employed.	Wages.	Production.
Assaying	40	\$ 40,000	\$.....
Awnings and tents	25	12,500	30,000
Boilers, engines and furnaces	175	97,500	350,000
Blank books and bindery	20	21,000	75,000
Bottling business	100	75,000	175,000
Baking powder	50	35,000	75,000
Building trades	3,000	225,000	280,000
Bakeries	60	37,000	280,000
Blank books and bindery	70	45,000	75,000
Blacksmithing	200	140,000	250,000
Boots and shoes	250	138,000	278,000
Boxes	25	10,000	30,000
Brass works	110	106,000	270,000
Breweries	120	100,000	600,000
Brick	240	155,000	190,000
Camping outfits	20	10,000	50,000
Carpets	125	100,000	500,000
Carriages and implements	250	150,000	1,750,000
Cigars	75	50,000	255,000
Creameries	60	40,000	325,000
Cement	30	14,000	35,000
Clothing manufacturing	50	25,000	100,000
Coffin manufacturing	12	7,500	46,000
Crackers	65	37,500	175,000
Dressmaking	340	150,000	256,000
Drugs, medicines, etc.	100	76,000	850,000
Electrical supplies	75	55,000	210,000
Engravers	25	20,000	32,000
Flouring mill products	75	40,000	600,000
Extracts and essences	50	15,000	80,000
Foundries and machinery	120	100,000	300,000
Furniture and upholstery	250	200,000	1,500,000
Fur goods	50	30,000	290,000
Hair goods	50	25,000	50,000
Harness	60	40,000	175,000
Ice	40	30,000	250,000
Jewelry	12	10,000	40,000
Knitting factories	16	4,000	38,000
Laundries	275	110,000	50,000
Lithography	50	35,000	50,000
Lumber manufacturing	55	45,000	275,000
Mattress manufacturing	50	35,000	80,000
Marble and monuments	30	12,000	45,000
Mantels	10	7,500	30,000
Merchant tailors	220	110,000	505,000
Millinery	100	60,000	225,000
Mining machinery	150	320,000	265,000
Photographers	15	30,000	60,000
Printing products	20	15,000	33,000
Paints and varnishes	150	115,000	500,000
Plumbing supplies	15	8,000	154,000
Railroad shops	800	560,000
Sheet iron	20	17,000	30,000
Smelting	3,500	2,000,000	30,000,000
Soap manufacturing	20	18,000	100,000
Shoemakers	15	10,000	50,000
Shirt manufacturing	6	2,700	7,000
Spices	50	25,000	75,000
Salt	50	40,000	100,000
Totals	12,034	\$6,023,200	\$43,077,000



Salt Lake Federal Building, Now Being Erected.

SALT LAKE BANKS SHOW ADDED STRENGTH

City and State Not Affected by Financial Depression That Injured the East During Year—Greatly Increased Deposits and Profits.

Salt Lake's banking institutions have been extremely fortunate during the year in not having experienced the financial depression so marked in the east. When "money was tight" it was only for a short period, there was no reflex action, locally, from the east, and on the whole it has been a very prosperous year with Zion's wealthy repositories.

There has been an unusual demand for money, but in all cases the very best collateral has been secured and a sound policy of conservatism has marked all the dealings between borrower and banker.

The most important event of the year was the consolidation of the Bank of Commerce and the Commercial National bank, with E. W. Wilson as cashier, the successor of Colonel J. W. Donnellan, who has removed to California. The merger has strengthened the Commercial National very greatly.

The recapitalization of Walker Bros. bank was another important feature of the year. Instead of \$100,000, the capital stock of this institution is now \$200,000, and this brings the total of capital stock in the banks of Salt Lake up to \$2,555,000, which is practically the same as last year.

The cash resources for the present year are smaller by about \$2,316,000, but there is no significance in this fact. The total surplus and undivided profits amount to \$2,059,573 more than in 1902; the deposits are larger by \$1,804,407; the loans and discounts show an increase over last year of \$3,568,818, and there has been an increase in investments of practically \$704,000.

The accompanying table gives a fair idea of the condition of the banking business. The Wells-Fargo record includes the entire chain of banks, as in none of the branches are the local accounts individualized for publication:

Name of Bank.	Capital.	Surplus and Undivided Profits.	Deposits.	Loans and Discounts.	Investments.	Cash Resources.
Zion's Savings Bank and Trust company	\$ 200,000.00	\$ 21,912.31	\$ 5,070,298.57	\$ 2,436,607.25	\$ 982,512.97	\$ 480,941.08
Deseret National bank	500,000.00	483,894.23	2,152,295.21	1,325,390.16	1,077,100.00	1,064,000.00
McCormick & Co.	250,000.00	45,075.56	5,117,432.29	3,144,269.90	307,000.00	2,003,247.94
State Bank of Utah	250,000.00	71,268.34	2,042,157.34	729,915.73	252,331.12	654,454.41
Deseret Savings bank	100,000.00	33,842.82	1,891,228.13	1,039,029.92	591,480.21	313,359.99
National Bank of the Republic	200,000.00	23,930.00	1,250,000.00	807,762.56	54,000.00	600,000.00
Walker Bros. bank	100,000.00	125,897.00	3,040,493.00	1,500,000.00	1,000,000.00	1,750,000.00
Commercial National bank	500,000.00	21,135.00	3,071,269.83	771,706.26	327,128.45	382,791.21
Utah National bank	100,000.00	5,109.05	8,221,232.43	437,884.02	72,270.16	556,239.25
Wells-Fargo & Co's bank	1,000,000.00	13,829,211.42	24,179,821.21	14,805,579.36	4,600,111.26	5,002,817.87
Utah Commercial & Savings bank	200,000.00	18,548.03	4,481,068.15	489,270.18	98,285.17	177,273.57
Utah Savings & Trust company	150,000.00	35,111.41	1,751,272.21	383,445.82	155,215.41	200,554.81
R. H. Schettler	5,000.00	5,000.00	2,546.86	4,738.12	10,882.32	10,882.32
Totals	\$2,955,000.00	\$14,723,780.89	\$42,594,394.80	\$27,887,049.49	\$3,015,545.97	\$12,626,896.12

Several Great Enterprises Make this State Center of Railroad Construction of United States.

New Lines Headed for Salt Lake from East and West and Branches Projected to Open Utah Industries.

UTAH'S PRODUCTS IN 1903.

Gold	\$ 5,158,800.00
Silver	10,338,354.35
Lead	5,908,524.80
Copper	5,061,329.38
Wool	2,000,000.00
Livestock	3,500,000.00
Wheat	3,225,000.00
Hay	7,184,000.00
Oats	777,000.00
Beet sugar	2,500,000.00
Poultry and eggs	1,000,000.00
Potatoes	940,000.00
Dairy products	2,200,000.00
Fruit	800,000.00
Electricity	125,000.00
Corn and wax	16,000.00
Corn	186,000.00
Barley	186,000.00
Other farm products	1,542,000.00
Coal	10,927,125.00
Manufactures	18,000,000.00
Miscellaneous	2,500,000.00
Total	\$84,040,133.53

UTAH is again the railroad construction center of the United States.

The most important railroad enterprises now under way in the country enter the state or are within it, and much over \$100,000,000 is to be spent on them if present plans are carried out.

The San Pedro, Los Angeles & Salt Lake road is being built between Salt Lake and Los Angeles.

The Denver, Northwestern & Pacific is under construction between Salt Lake and Denver.

The Ogden-Lucien cutoff of the Southern Pacific is nearing completion, and heavy improvements, meaning practically a new line, are under way clear across Nevada and into California.

The Western Pacific is surveying a route between Salt Lake and San Francisco, has secured terminals at the other end and started construction work, while positive assurance is given that the railroad is to be built the entire distance.

George J. Gould and John D. Rockefeller are said to be back of the project.

The Rio Grande Western is finishing the cross-sectioning of an extension of its Marysville branch to the iron mines near Cedar City, construction of which has been authorized by the directors. As a part of this scheme, the Salina cutoff is to be built from Cedar City to a point on the main line, probably Green River. The object is to haul iron and coal to the main line. It is expected that construction will be under way again early in 1904, part of the cut-off having been built during the past year.

The delay is caused largely by the desire of the company to complete acquired title to some coal lands which will be reached by the new line.

The Salt Lake route (San Pedro, Los Angeles & Salt Lake) is preparing to build a branch from its main line over to the iron mines.

New Depots in Salt Lake.

Both the Oregon Short Line and the Rio Grande Western are preparing to build passenger stations in Salt Lake costing between \$300,000 and \$350,000 each, and to put up shops and make other improvements costing in the aggregate about \$2,000,000.

These do not complete the list of railroad construction undertakings in the intermountain region, of which Salt Lake is the center. The Union Pacific has been spending considerable money reducing grades and curves on the main line between Ogden and the Utah-Wyoming line. The Oregon Short Line has spent money in improving the roadbed in great sections in brief, it is actually being built, and it is expected that work may be commenced during 1904.

Senator Clark's Road.

The most important of all these enterprises is the Salt Lake route, backed by Senator W. A. Clark. This road is actually being built, and it is expected that it will be running over the entire main line in about a year, or early in 1905. The many advantages of the new line would require volumes to set forth at all adequately. In brief, it will cut down the rail distance between Salt Lake and Los Angeles from 1,188 to 711 miles, making a difference in favor of the new road of 475 miles; it will afford a short, quick route for the east-bound fruits of California; it will be an important link in a new transcontinental route, giving a twenty-four-hour passenger train service between the two terminals; it will afford an outlet for the iron and coal, mineral and manufactured products of Utah to the coast, and will afford a medium for the distribution of merchandise received at the port of San Pedro.

Construction is in progress at four places on the line. In California the road has been built from San Pedro to Riverside. The bridge across the Santa Ana river at the latter point is said to be the largest structure of its kind made of concrete in the world. Considerable trouble has been experienced in its construction. Drills were sent down in advance and rock bottom reached. The bridge was built without a hitch until work began on the last span. Then it was found that the drills had struck boulders instead of solid rock, and they were in the midst of a bed of quicksand. Deeper excavations struck an underground flow of water, which made the work so difficult that practically an entire year has been consumed getting the bridge completed. It is now finished, however.

Work at West End.

From Riverside to San Bernardino the tracks of the Southern Pacific will be used, at least temporarily, while from San Bernardino to Daggett the tracks will run over the Santa Fe tracks. Grading is now in progress out from Daggett, and the track has been laid northward for fifteen miles. Other gangs of graders are working both ways from the intersection with the California Eastern branch of the Santa Fe, between Marvel and Ivanpah, Cal., going about twenty miles each way. At the Salt Lake end, 540.4 miles of road were acquired by the purchase of part of the Oregon Short Line last spring. At that time Calientes was the southernmost terminal. A contract to grade eighty-five miles was let to the Utah Construction company, which has completed fifty miles. The railroad does its own track-laying, and has down sixteen miles of rail beyond Calientes. Although there are several heavy rock cuts, it is expected the grading contract will be finished by June 1. This will leave eighty-five miles to be completed to the Nevada-California line. From there to Daggett is another 200 miles, but it is believed all will be finished by the end of the year, and regular trains running not later than the succeeding spring.

The Denver, Northwestern & Pacific, commonly called the "Moffat road," is building entirely from the other end. At present the grading has been completed forty-five miles, to Boulder park. About 1500 men are working at that vicinity, including those engaged on the great one and a half-mile tunnel through the Continental divide. The arrival of winter greatly retards the work, but work is being pushed as fast as possible under existing conditions.

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The Western Pacific.

The Western Pacific has worked quietly, but every step it has taken has had an air of business. The paying of a \$12,500 fee to the secretary of state for filing its incorporation papers in Utah was taken as a prima facie evidence of good faith. The company has spent millions of dollars in acquiring terminals and rights of way in San Francisco and other places in California. It has had corps of surveyors, strung along the entire distance between San Francisco and Salt Lake. The route has not been finally adopted as yet, the engineers still being at work to determine the best line. The fact, generally taken for granted, that the road is to form the western link in the Gould coast-to-coast system, gives confidence that it will be pushed to an early completion.

The Ogden-Lucien cut-off of the Southern Pacific across the Great Salt lake, formally inspected by President E. H. Harriman, prominent railroad officials and other invited guests Thanksgiving day, is expected to be one of the most remarkable railroad engineering feats of many a day. The building of a railroad across an inland sea has been accomplished not without difficulty. Experience as has been the work, it constitutes only a part of the general plan of improvement in this region contemplated by the management of the Southern Pacific. For this work \$20,000,000 has already been set aside. This will nearly all float through the regular channels of trade, Salt Lake and Ogden getting a large benefit.

This gives only a brief resume of the railroad construction planned and in process of being carried out. It represents an outlay of over \$100,000,000, which in itself should have an enormously stimulating effect on trade, to say nothing of the lasting benefits of better transportation facilities.

SALT FOR THE WHOLE WORLD

Some enthusiasts once figured out that Great Salt lake contains enough salt to supply the world's markets for the next 7,000 years, and nobody has ever disputed the figures. This being the case, it naturally follows that the salt industry should be both important and prosperous in this state.

At present there is only one concern operating—the Inland Salt company—which has a large refining plant and other extensive interests on the lake shore at Saltair. The lake water, which contains about 70 per cent salt, is run through funnels into large vats and there reduced to solid substance.

The annual output of salt varies but slightly, the company manufacturing just the amount considered necessary to supply its regular market, which comprises parts of Utah, Idaho, Washington, Oregon, Montana and Wyoming, but a reserve supply of from 10,000 to 20,000 tons is kept on hand.

In 19